



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, March 7, 2013 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AGENDA

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – January 3, 2013
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding Hosting an Informational Workshop for Course Providers
 - 3.2 Review Previously Tabled Student CE Requests
 - 3.2.1 Student Name: Cindy Benjamin
Course Title: NAR Ethics
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Module: Newly Licensed Salesperson Module 1
 - 3.2.2 Student Name: Linda Hallbrook
Course Title: NAR Ethics
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Module: Newly Licensed Salesperson Module 1
 - 3.3 Review Previously Tabled Course Provider Application
 - 3.3.1 Course Provider: Frederick Academy of Real Estate
Course Title: Property Management Course 1
Credit Hours: 3.0

Module: 6

4.0 New Business

4.1 Update from the Commission – Ms. Benson

4.2 Review of Course Provider Applications

4.2.1 Course Provider: Keller Williams Realty

4.2.1.1 Course Title: Professionalism “Doing the Right Thing When No one is Looking”
Credit Hours: 3.0
Module: 7

4.2.1.2 Course Title: Basics of Buyer Representation
Credit Hours: 3.0
Module: 7

4.2.1.3 Course Title: Basics of Seller Representation
Credit Hours: 3.0
Module: 7

4.2.1.4 Course Title: Ethics & Arbitration: What You Should Know
Credit Hours: 3.0
Module: 7

4.2.2 Course Provider: Long & Foster Institute of Real Estate

4.2.2.1 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1

4.2.3 Course Provider: Sussex County Association of Realtors

4.2.3.1 Course Title: Listings by the Dozen
Credit Hours: 3.0
Module: 7

4.2.3.3 Course Title: Cool Tech Tools for Everyone!
Credit Hours: 3.0
Module: 7

4.2.4 Course Provider: The CE Shop, Inc.

4.2.4.1 Course Title: Advocating for Short Sale Clients
Credit Hours: 3.0
Module: 6

4.2.4.2 Course Title: Sign Here: Contract Law on E-Signatures
Credit Hours: 3.0
Module: 3

4.2.4.3 Course Title: Breaking Barriers: Fair Housing
Credit Hours: 3.0
Module: 1

4.2.5 Course Provider: Ward & Taylor, LLC.

4.2.5.1 Course Title: Ethics
Credit Hours: 3.0
Module: 2

4.2.5.2 Course Title: Risk Management
Credit Hours: 3.0
Module: 4

4.2.5.3 Course Title: First Time Home Buyers – Guiding a Buyer into a First Home
Credit Hours: 3.0
Modules: 3 & 7

4.2.5.4 Course Title: Quirks in Real Estate – Practical Resolutions to Problems
Credit Hours: 3.0
Module: 7

4.3 Review of Instructor Applications

4.3.1 Charles Bode

Continuing Education: Module 7 – CRS 210

4.3.2 Mark Boyland

Continuing Education: Module 6, Module 7 – Certified Distressed Property Expert

4.3.3 Carol Dehorty

Continuing Education: Newly Licensee Modules 1 – 4, Continuing Education Modules 1 & 2

Pre-Licensing Course: Orientation, Real Estate Sales

Broker's Course: Ethics

4.3.4 William Patterson

Continuing Education: Continuing Education Modules 4, 5, & 6

Broker's Course: Real Estate Investment

4.3.5 Gerald Proffitt

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, & 7 – Differences Between DE & PA Real Estate Transactions, Don't Let Your Sale Fall Apart, Practical Tips for Listing Agents, Quirks in Real Estate – Practical Resolutions to Problems, Short Sales & Foreclosures

Pre-Licensing Course: Real Estate Law

4.3.6 Jonathan Taylor

Continuing Education: New Licensee Modules 1 - 4, Continuing Education Modules 1 – 6, & 7 – Differences Between DE & PA Real Estate Transactions, Don't Let Your Sale Fall Apart, Practical Tips for Listing Agents, Quirks in Real Estate – Practical Resolutions to Problems, Short Sales & Foreclosures

Pre-Licensing Course: Real Estate Law

4.3.7 Rosalind Williams

Continuing Education: New Licensee Modules 1 - 4, Continuing Education Modules 1 – 6, & 7 – Differences Between DE & PA Real Estate Transactions, Don't Let Your Sale Fall Apart, Practical Tips for Listing Agents, Quirks in Real Estate – Practical Resolutions to Problems, Short Sales & Foreclosures

Pre-Licensing Course: Real Estate Law

4.4 Review of Student Requests for Approval of Continuing Education Activities

4.4.1 Student Name: Bob Lane

Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code

Course Provider: DE NAHRO

Credit Hours: 3.0

Module(s): 6

4.4.2 Student Name: Michael Harrington, Jr.

Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code

Course Provider: DE NAHRO

Credit Hours: 3.0

Module(s): 6

4.4.3 Student Name: Mary Whitaker

Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code

Course Provider: DE NAHRO

Credit Hours: 3.0

Module(s): 6

4.4.4 Student Name: Shirley Ranzi

Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code

Course Provider: DE NAHRO

Credit Hours: 3.0

Module(s): 6

4.4.5 Student Name: Joe Parks

Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code

Course Provider: DE NAHRO

Credit Hours: 3.0

Module(s): 6

4.4.6 Student Name: Fernando Ruiz III

Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code

Course Provider: DE NAHRO

Credit Hours: 3.0

Module(s): 6

4.4.7 Student Name: Patricia Sebastian

Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code

Course Provider: DE NAHRO

Credit Hours: 3.0

Module(s): 6

4.4.8 Student Name: Carol Eckenbrecht
Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code
Course Provider: DE NAHRO
Credit Hours: 3.0
Module(s): 6

4.4.9 Student Name: Donna Harrington
Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code
Course Provider: DE NAHRO
Credit Hours: 3.0
Module(s): 6

4.4.10 Student Name: Bridget Lane
Course Title: Tenant's Rights & Responsibilities Under Tenant Landlord Code
Course Provider: DE NAHRO
Credit Hours: 3.0
Module(s): 6

4.4.11 Student Name: Leslie Smith
Course Title: NAR Ethics – Module 2
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Module(s): Newly Licensed Salesperson Module 1

4.4.12 Student Name: Stephen Huston
Course Title: Professional Processes – Grievance, Arbitration & Mediation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Module(s): 7

4.4.13 Student Name: Carol J. Materniak
Course Title: Know the Code: Real Estate Ethics
Course Provider: Mulroy School of Real Estate
Credit Hours: 12.0
Module(s): 2 & 7

4.5 Review Request for Amendments

4.5.1 Course Provider: Jack Lingo, Inc. – Request to Amend Previously Approved Course Title
Previously Approved Course Title: Core Module 1 – Agency and Fair Housing
Requested Course Title: Agency and Fair Housing

4.5.2 Course Provider: Council of Residential Specialists - Request to Amend Previously
Approved Course
Previously Approved Course: Building an Exceptional Customer Service Referral Business
Requested to be Approved for Module: 7

4.5.3 Course Provider: Sussex County Association of Realtors – Request to Amend Previously
Approved Course
Previously Approved Course: NAR Ethics
Requesting to be Approved for: Newly Licensed Salesperson Module 1

4.5.4 Instructor: William Patterson
Requesting Approval to Teach Modules: 4, 5 & 6

4.5.5 Instructor: Alvin Monshower, Jr.
Requesting Approval to Teach Modules: 1, 3, 4, 5, 6 & 7 – Buyer Agency, Common RE Settlement Problems, Commercial Real Estate Hot Buttons, Contracts/Contract Law, Disclosures, Dispute Avoidance, Environmental Issues, Ethical Practice, Fair Housing, Fair Housing Testing, FHA Financing, Foreclosures, Procuring Cause, Real Estate Hot Buttons and Issues, Real Estate Investment Fundamentals, Risk Management, Short Sales Done the Right Way, What's Material?

4.5.6 Instructor: Ruth Briggs-King
Requesting Approval to Teach: Newly Licensed Salesperson Module 1

4.6 Consider Letter of Intent and Resume for Michael Rushe for Appointment to the Real Estate Education Committee for Kent County Public Member Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – April 4, 2013

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.